

## Message Text

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ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-08 AID-05 SSO-00 TRSE-00  
COM-02 OPIC-03 OMB-01 FRB-03 L-03 CIAE-00 INR-10  
NSAE-00 INRE-00 /052 W  
-----067825 110724Z /14

O 110707Z MAY 78  
FM AMEMBASSY BELGRADE  
TO SECSTATE WASHDC IMMEDIATE 6547

LIMITED OFFICIAL USE BELGRADE 3576

PASS EXIM BANK

E.O. 11652: N/A  
TAGS: EFIN OVIP YO  
SUBJECT: EXIM TECHNICAL TEAM VISIT TO YUGOSLAVIA

REF: STATE 115507

1. ECON COUNS EVANS MET WITH DEPUTY MINISTER OF FINANCE STOJILJKOVIC ON MAY 9 TO DISCUSS UPCOMING VISITS OF EXIM BANK CHAIRMAN MOORE AND TECHNICAL TEAM HEADED BY RAY ALBRIGHT. EMBASSY WILL REPORT IN SEPTEL ON ARRANGEMENTS FOR MOORE VISIT FOLLOWING PROMISED YUGOSLAV RESPONSE TO SUGGESTIONS EVANS MADE IN LINE WITH REFTEL.

2. REGARDING ALBRIGHT VISIT, STOJILJKOVIC AGREES THAT THREE SEPARATE MEETINGS ARE NEEDED AT THE BEGINNING OF THE NEGOTIATIONS AND HAS SUGGESTED THE FOLLOWING INITIAL MEETINGS:

MONDAY, MAY 15

09:00 OR 09:30 A.M. MEETING WITH THE NATIONAL BANK TO DISCUSS FOREIGN EXCHANGE ASSURANCE.

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11:30 OR 12:00 A.M. MEETING AT THE ASSOCIATION OF BANKS WITH SELECTED BANKING REPRESENTATIVES TO DISCUSS THE COMMERCIAL BANK GUARANTEES. THIS MEETING MAY CARRY OVER LUNCH.

TUESDAY, MAY 16

10:00 A.M. MEETING WITH STOJILJKOVIC TO GO OVER PROPOSED EXCHANGE OF LETTERS BETWEEN THE YUGOSLAV MINISTRY OF FINANCE AND EXIM CHAIRMAN MOORE.

3. WHILE STOJILJKOVIC WAS NOT PESSIMISTIC ABOUT THE VISIT AND IN FACT APPEARS TO BE MAKING A REAL EFFORT TO BRING IT OFF SUCCESSFULLY, HE LEFT NO DOUBT THAT HE FELT THAT THE CURRENT EXIM AND YUGOSLAV APPROACHES ARE STILL QUITE DIFFERENT. AT ONE POINT, HE SAID THAT HE HAD NOT INTENDED PERSONALLY TO GET INVOLVED IN THE TALKS, AS THEY WERE TO BE OF A TECHNICAL NATURE. BUT, HE ADDED, THEY WERE OBVIOUSLY GOING TO BE MUCH MORE THAN THAT. THEY WOULD INVOLVE "IMPORTANT MATTERS" AS WELL.

4. REGARDING THE FOREIGN EXCHANGE ASSURANCE, STOJILJKOVIC SAID THAT THE NATIONAL BANK HAD BEEN GIVEN A COPY OF THE EXIM PROPOSED LANGUAGE. THE WORDING IS CRUCIAL ACCORDING TO HIM AND WHILE POSSIBLY HE WAS "OVER CAUTIOUS" THE EXIM WORDING APPEARED "COMPLETELY DIFFERENT AND VERY DIFFICULT TO ACCEPT".

5. THE MEETING AT THE ASSOCIATION OF BANKS WOULD BE WITH A SELECTED GROUP OF BANKING REPRESENTATIVES. THEY WOULD HAVE EXPERIENCE IN SUCH NEGOTIATIONS, AS THEY HAVE RECENTLY HAD SIMILAR NEGOTIATIONS WITH THE JAPANESE AND NOW HAVE THEM WITH ANOTHER UNSPECIFIED COUNTRY. AGAIN STOJILJKOVIC SAID THAT LIMITED OFFICIAL USE

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THE EXIM DRAFT WOULD BE "DIFFICULT TO DIGEST AND ACCEPT". THE PRINCIPAL PROBLEM WAS ITS 17 PAGE LENGTH. THE FINAL JAPANESE DOCUMENT WAS TWO TO THREE PAGES.

6. REGARDING THE EXCHANGE OF LETTERS BETWEEN MOORE AND KOSTIC, STOJILJKOVIC SAID THAT HE CLOSELY EXAMINED THE EXIM DRAFT LETTER AND FOUND A "FEW" ITEMS THAT MAKE IT DIFFICULT. HE PLANS TO PREPARE A DRAFT MUCH CLOSER TO CEMOVIC'S LETTER TO USE AS A BASIS FOR NEGOTIATION.

7. ECON COUNS EVANS INVITES ALBRIGHT AND THE OTHER MEMBERS OF THE EXIM TEAM TO DRINKS AT HIS APARTMENT ON SUNDAY EVENING FOLLOWING THEIR ARRIVAL, TO DISCUSS INFORMALLY THE UPCOMING NEGOTIATIONS IN MORE DETAIL AND ANSWER ANY QUESTIONS WHICH EXIM HAS ON THEM.

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FINANCE, VISITS  
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**Copy:** SINGLE  
**Draft Date:** 11 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Status:** NATIVE  
**Subject:** EXIM TECHNICAL TEAM VISIT TO YUGOSLAVIA  
**TAGS:** EFIN, OVIP, YO, (ALBRIGHT, RAY)  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
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